



# The Law Offices of Marc L. Shapiro, P.A.

July 2022

720 Goodlette Rd. N, Suite 304, Naples, FL 34102 • [www.AttorneyShapiro.com](http://www.AttorneyShapiro.com)

## IT'S WORTH A LISTEN

I believe in constant improvement for my business and myself. I have been working with life and business coaches for years to learn my blind spots and determine how I — and everyone else at the office — can do better. They have taught me many valuable lessons over the years, but one of the most impacting has been the power of listening. I'm a much better listener than I used to be, and it has served my clients, family, and colleagues well. For World Listening Day on July 18, I want to pass along some of that wisdom.

The truth is that most of us aren't very good listeners. When someone else is speaking, we tend to spend most of our time thinking of how we'll respond. That's not listening — it's waiting for your turn to talk. It's challenging to shut out that voice that wants to tell you what to say next, but the principles of active listening help.

One active listening technique is to echo what the other person tells you. When they finish, paraphrase it in your own words to confirm understanding. It helps you concentrate on what the person is saying, since there will essentially be a quiz on it in a moment. Furthermore, many people repeat themselves because they feel unheard. When you echo their words, it helps them feel understood and let their guard down. Finally, if you didn't grasp what they were trying to say, they now have an opportunity to clear it up before a misunderstanding gets out of hand.

It's just as crucial to listen without judgment. When a person is talking, are you busy deciding whether they're right or wrong, or if what they're saying is good or bad? You can't do that and deeply listen at the same time. I've found that shutting out that judgmental voice has allowed me

to develop more empathy for my clients. People are looking for more than the most money possible in their case — they also want someone who cares. And if I'm daydreaming, texting, or checking my watch, I'm not taking one of the most pivotal events in their lives seriously.

Learning these lessons hasn't been easy. Attorneys typically like to argue and want to make sure they get to have their say. As a result, we sometimes talk over people, and it's a habit I still struggle with on occasion. I also had some growing up to do. If you told me I needed to learn to listen early in my career, I probably would have rolled my eyes. I already had two ears — what more could I need? But learning better listening skills has been incredibly useful to me. I now not only build better relationships with my clients but I'm also more successful in resolving cases.

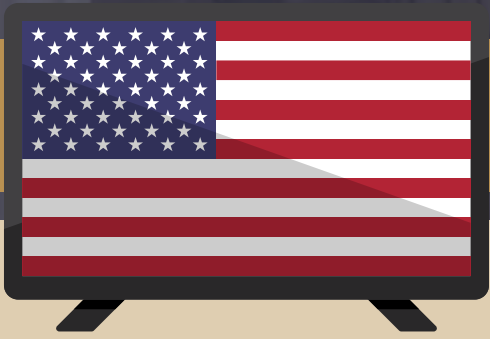
I once had a client who came to me after being dropped by two previous attorneys. Mediation had failed, and the previous attorneys told him that they didn't think his case was worth the expense and time it would take to go to trial. So, I got on the phone with the insurance adjuster and the opposing counsel. "My client is really hurt," I said, "and what you're offering isn't nearly sufficient. How can we resolve it?"

Then, I listened without judgment. The insurance company didn't trust the claim because the client had not received the surgery he claimed he needed. I also got the impression that they didn't trust the doctor who recommended surgery. I repeated what they had told me to confirm I understood. Then, I began asking questions and stating my case. I explained why the client had not undergone surgery yet. I also asked them for the name of a doctor they trusted who could offer a second opinion.

I ultimately settled the case for \$400,000, where previous attorneys failed to negotiate more than a few thousand dollars. It came down to understanding the insurance company's objections so that I could overcome them. Shouting about how they were wrong wouldn't have gotten me nearly as far. It goes to show that not every case requires a loud legal argument. Sometimes, all you have to do is listen.

*Marc L. Shapiro*





# America on the Silver Screen

## 5 PATRIOTIC MOVIES THE FAMILY WILL LOVE

"You're killin' me, smalls!" is probably what you will say to your kiddo when

they say they haven't watched "The Sandlot." You may even discover they haven't seen many America-themed classics! So, we have just the lineup for your next family movie night. In the spirit of Independence Day, check out these family-friendly American movie favorites.

### 'The Sandlot'

An obvious choice but a good one, "The Sandlot" follows a group of neighborhood kids in the 1960s who gather at the local baseball diamond to play ball. It chronicles the feeling of summertime freedom, the gut-wrenching fear of local legends, the awkwardness of first crushes, and the true meaning of friendship. Plus, that Fourth of July scene will have the family in stitches!

### 'National Treasure'

You may be surprised to learn that "National Treasure" is an action-packed movie with a PG rating! Loaded with history, the movie follows a passionate historian and a team of unlikely heroes as they search for a hidden treasure, and the location has been written on the back of the Declaration of Independence. (Be sure to check out the sequel, too, and the third movie, which is slated for a 2022 release.)

### 'An American Tail'

Follow Fievel the Russian mouse as he immigrates to America with his family in 1885. With action and anxiety-inducing antics, "An American Tail" provides younger children with history and a glimpse at the beauty of the American Dream. Plus, it's nostalgia fodder for their parents, who likely grew up with Fievel and his family!

### 'A League of Their Own'

Packed with Hollywood stars, "A League of Their Own" is inspired by the All-American Girls Professional Baseball League. Created in the depths of World War II, the league ran for 12 seasons. In the movie, two sisters must find a way to overcome their personal differences to make their baseball league a standout sport. (If you enjoy the movie, be sure to watch Amazon's TV series!)

### 'Mr. Smith Goes to Washington'

This is one black-and-white film your politically active teens may enjoy. When Jefferson Smith becomes a U.S. senator, he's taken under the wing of Senator John Paine, but Smith soon learns Paine has more nefarious ambitions. In the film, your family will see Congress in action — and a little ribbing, too!

*Check your local library or favorite streaming service to watch these titles.*

# The Right to Remain Silent

## WHAT NOT TO SAY AFTER AN ACCIDENT

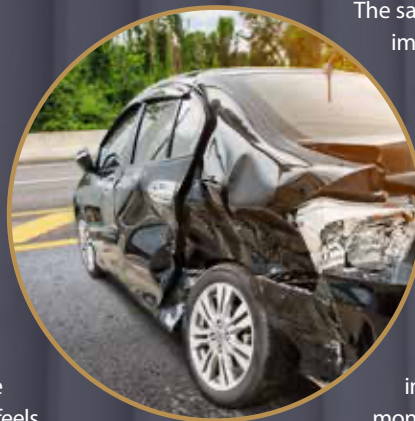
You probably know that anyone under arrest has the right to remain silent. But you don't have to be in handcuffs to watch what you say. Sometimes, not speaking is the best policy, and that's certainly true after an automobile accident — because anything you say can and will be used against you in a court of law.

Every time an insurance company pays out a claim, it negatively affects its profit. So, they'll use every opportunity to protect their bottom line. After a collision, remain quiet as much as possible and avoid saying something that could come back to haunt you later.

First, never say anything that can imply you were at fault for the accident. Most people don't realize that's what they're doing when they make incriminating statements. "I didn't see them," for example, will make it sound like you weren't paying attention. And avoid the impulse to apologize to the other driver. Even though it feels natural, a simple "sorry" can hurt or ruin your claim.

Also, avoid any form of speculation, and don't lie. For example, if you're unsure of the exact speed you were traveling at when the accident

occurred, say so. If you say you were traveling 30 mph, but it turns out you were going 35 mph, the discrepancy can be used against you. Keep your answers as noncommittal as possible so you won't contradict yourself if you remember other details later.



The same goes for your health. If you don't notice any injuries immediately after an accident, you may feel inclined to say, "I feel fine." But some conditions take time to show up or may not be immediately noticeable due to adrenaline, and the insurance company will hold the statement against you later. Similarly, the insurance company asking how you're feeling is a trap, and you should simply respond, "I'm undergoing treatment."

Finally, always decline to give a recorded statement to the insurance company. They're trying to find inconsistencies that could add up to large amounts of money taken off your claim. Tricks like these are why you should secure legal representation as soon as possible after an accident. The Law Offices of Marc L. Shapiro help people in these situations every day. Call us to schedule a consultation and learn more about protecting your rights after an accident at [AttorneyShapiro.com/blog](http://AttorneyShapiro.com/blog).



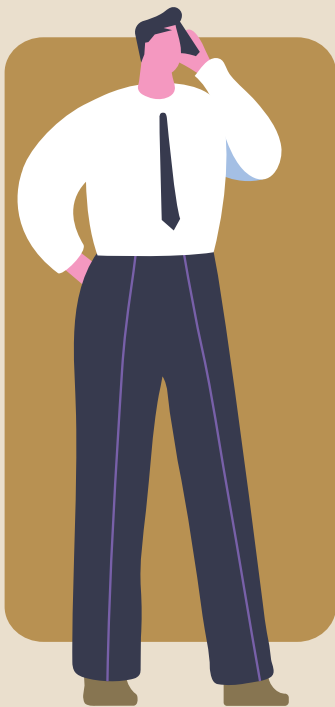
# 'I Would Highly Recommend Them to Anyone'

## WHAT OUR CLIENTS ARE SAYING

*"Mr. Shapiro's staff members are so professional and very caring. From the first time I walked through the office doors, I felt their concern was about me and what I had been through. I needed much medical attention after my accident, and they provided me with access to good doctors. They even made my first appointments for me! I would highly recommend them to anyone who needs compensation due to an accident. Thank you to the entire staff and Mr. Shapiro for an excellent job of helping me through my crisis."*

**-D.H.**

*When you recommend our services to others, it's the ultimate form of praise! Please share your experiences with the Law Offices of Marc L. Shapiro, P.A., on Google or on Facebook.com/attorneyshapirolaw. Your comments empower us, make us better, and allow us to help others.*



## SUMMER CRAB AND LEMON CARBONARA

*Inspired by FoodAndWine.com*

### Ingredients

- 12 oz bucatini pasta
- 1/2 cup olive oil
- 2 tbsp garlic, finely chopped
- 1/4 cup drained and rinsed capers, chopped
- 1 tsp coarsely ground black pepper
- 6 large egg yolks, beaten
- 3 oz Pecorino Romano cheese, grated
- 1/2 cup fresh chives, thinly sliced
- 8 oz fresh crabmeat
- 1 tbsp grated lemon zest
- 1 tbsp fresh lemon juice
- Sea salt or kosher salt, to taste

### Directions

1. In a pot of boiling water, cook pasta until not yet al dente. Drain and reserve 1 cup cooking liquid.
2. In a large skillet over medium heat, cook oil and garlic until lightly toasted. Add capers and black pepper, then stir for 2 minutes.
3. Add reserved cooking liquid to skillet and bring to a boil over medium heat. Stir in pasta and cook until al dente. Remove from heat.
4. Stirring constantly, pour egg yolks quickly into the mixture. Add cheese and chives, stirring well until sauce is creamy. Add crab, lemon zest, and lemon juice. Toss together and season with salt.

## Word Search



- |           |            |          |
|-----------|------------|----------|
| AIRPLANE  | FOURTH     | RUBY     |
| BEACHBALL | GRILL      | SCOOPS   |
| BONFIRE   | HIKING     | SPARKLER |
| FESTIVAL  | REVOLUTION | TUBING   |



# Inside

Learning the Value of Listening  
**Page 1**

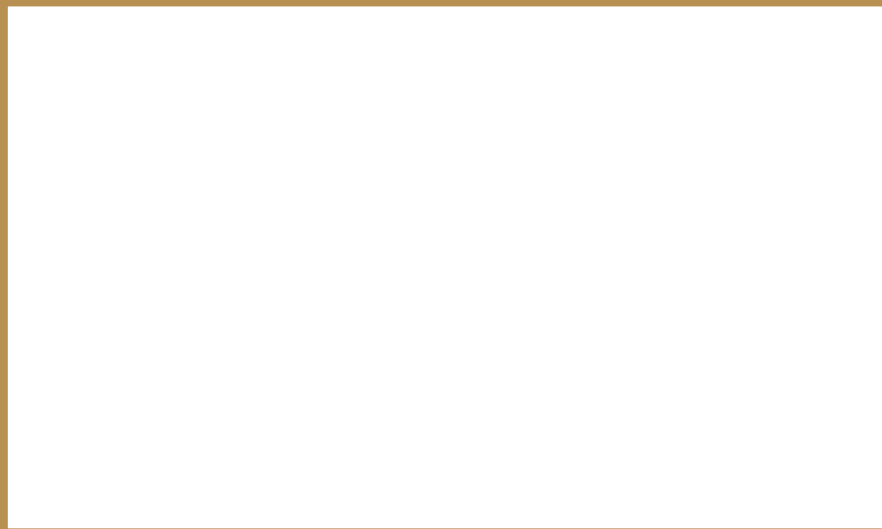
5 Family-Friendly Patriotic Flicks

What You Say After an Accident Matters  
**Page 2**

What Our Clients Are Saying

Summer Crab and Lemon Carbonara  
**Page 3**

Remove the Smell of Campfire Smoke  
**Page 4**



## *Keep the Smoke at Bay*

### REMOVE THE SMELL OF CAMPFIRE SMOKE

There's only one way to make the great outdoors even greater — the campfire. But if your campfire smell lingers on your clothes for days after you enjoy the fire, it can be anything but "great." Kill the smell with this go-to guide.

#### **But first — why does this happen?**

Fabrics cling to whatever it comes in contact with, and some fabrics, like cotton, tend to cling harder than others. Smoke is light and small, so it can easily penetrate fibers of your fabric, and wood may contain chemicals and compounds that can be very damaging to clothing. Thus, not removing the smoke smell could permanently alter your clothes.

#### **Go bitter or go home!**

Lemon juice and white vinegar are strong enough to cut through stains and smelly particles, but they're gentle enough to keep your clothing in good condition. There are a few ways you can do this. You can soak your clothes in vinegar and cold water prior to washing.

Alternatively, add a splash of lemon juice to your washing machine before washing any smoky clothes.

#### **Try adding a little H2O.**

Water is actually a very harsh compound. In a heated form, it has the power to kill bacteria and eliminate gnarly smells. So, if you have strong, lingering campfire smoke smells, try washing your clothes in very hot water. This will pull the smoke from your fabric. However, don't use this method all the time. As mentioned, water can be harsh — even to the very item you're cleaning.

#### **It's time to keep it organic.**

Rather than relying on solutions or water to clean your garments, hang your smoky clothes outside. This is a useful solution for those who have items that cannot be washed at home, but it may not be completely effective. If that's the case, try rubbing your clothes with dryer sheets to lift the smell, too!

**Try It:** Don't trust a home remedy with your favorite clothing item. Instead, place a few T-shirts you don't care about near your next campfire. The following day, try a remedy on that shirt! If you run into any difficulties, consult with a trusted dry-cleaning expert.